



# Veteran/Woman-Owned Small Business

## *Simplifying Business*

[www.gmg-management.com](http://www.gmg-management.com)



### APPLY THE GOLD STANDARD

**MAXIMIZE STRATEGIC SOLUTIONS FOR  
YOUR DEPARTMENT**

**EXCEED CUSTOMER'S EXPECTATIONS**

**REDUCE ACQUISITION LEAD TIME**

**DEVELOP AND DEPLOY PROJECTS ON  
TIME,  
ON BUDGET, AND WITHIN SCOPE**

### SERVICES AVAILABLE

#### ACQUISITION

Document Preparation, Source Selection,  
• Pre-Award Tracking, Planning, Strategy,  
and Contract Administration

#### PROJECT MANAGEMENT

Earned Value, Planning, Scope and Risk  
• Management, Certified PMPs.

#### BUSINESS PROCESSES

Architecture, Reengineering, Change  
• Management, Enterprise Solutions

#### CAPITAL PLANNING

Near and Long Term

• Cost Benefit Analysis, OMB 300 Prep,

#### EDUCATION AND TRAINING

Customized, Classroom and  
Distance Learning

#### HUMAN RESOURCES

• Succession Planning  
Staffing and Recruitment

#### FACILITATION SERVICES

### ACQUISITION AND PROGRAM MANAGEMENT SOLUTIONS THAT WORK FOR YOUR BUSINESS

gMg Management, Inc has demonstrated a distinguished record of solving complex and unique problems in federal agencies and creating win-win strategies for the federal community and commercial industry. gMg's mission is aligning and incorporating its core competencies with proven and successful best practices seamlessly into federal mission critical services or systems. gMg respects and genuinely understands its client's business requirements and applies the gold standard to outcomes while employing strong ethical standards.

gMg Management, Inc is a trusted partner with U.S. Congress and federal agencies who are seeking the right solution, at the right time, at the right price. Federal business and acquisition processes are in a constant state of change which are challenged by stakeholders, reviewing organizations, media, and employees. gMg brings over 33 years of federal and industry experience for innovative professional services. gMg will add value to an agency's and industry's business needs with proven tools, methods and technology.

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541614—Logistic Solutions; 561110—Administrative Services;  
611430—Professional Development; 611710—Educational Support Ser-



Management, Inc.

## VHA Program Manager Testimonials

*"I would recommend this training to all staff responsible for Source Selection of Vendors"*

*"Instructors were terrific... I am understanding and able to grasp the complexity of the federal acquisition program"*

*I really appreciated the "How-To" Model, this was a great value add that built further on the "To-Be model"*

*"Thanks So Much"*

*"Our ultimate customer, The Nation's Veteran, will benefit greatly from gMg's services"*

## Case Study:

*The Veterans Health Administration's Business Office required strategic acquisition support because they were experiencing significantly long procurement lead times generated by excessive rework in the preparation of pre-award contract documents.*

**It was gMg's job to develop strategic acquisition solutions that promoted a repeatable and transparent system for use by the program managers and foster excellent communications with the Contracting Activity.**

**Research & Analytical Support** – gMg Management conducted numerous interviews face to face and telephone with program managers, stakeholders and VA Contracting Officers and Senior Leadership. These interviews and surveys were the foundation to building the current state and the "To-Be" model complete with a roadmap for the contract process improvement. The "To-Be" model included toolkits and a workforce model for technical acquisition staff, COTRs and contracting officers/specialists.

**Creation of checklists, templates and tools** – gMg Management created over seventeen acquisition templates for VHA program managers that supported their acquisition life-cycle. Additionally, gMg Management demonstrated success in their ability to convene individuals that were multi-disciplined, varied backgrounds and diverse education levels that have significant responsibility in VHA's acquisition life-cycle. These acquisition and program individuals demonstrated their willingness to come together and work as a cohesive team and further understood the impact each have on to the success of the acquisition and program life-cycle.

**Acquisition Life Cycle Training** – gMg Management provided two face-to-face three day training sessions for program managers to understand the acquisition life-cycle and prepare regulatory compliant acquisition documents that are executable by the VA contracting officers. The initial training class focused on pre-solicitation documents, such as Market Research, Government Cost Estimates, Statements of Work, Source Selection Justifications. The second class focused on Source Selection Processes and Evaluation Models. Exercises were conducted individually and in a class room structure to reinforce classroom instruction.

**Acquisition Tracking Tool** – gMg Management developed a robust acquisition tracking tool that tracks each acquisition from the beginning of concept to contract award to contract close. The tracking tool is capable of producing multiple scheduled reports or on demand. The tracking tool provides real time status for each acquisition throughout its life-cycle.

**COMING SOON:** gMg will offer on-line services for all your Acquisition, Capital Planning, Human Resource and Project Management business needs. Annual subscription fee includes access to templates, toolkits, virtual research (market and regulatory). Free on-line experts available now! go to [www.gmg-management.com](http://www.gmg-management.com) for more details.